

Message Text

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TO SECSTATE WASHDC 2288

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E.O. 11652: N/A

TAGS: BDIS, YO

SUBJECT: TRADE COMPLAINT - GOLODETZ

ATREF: STATE 049825, 051671

1. JOHN WICKING OF GOLODETZ LONDON OFFICE HAS BEEN ENGAGED IN INTENSIVE NEGOTIATIONS HERE FOR PAST TEN DAYS CONCERNING 13,200 TON SUGAR ORDER, AND HAS CONSULTED DAILY WITH EMBASSY.

2. IN FOUR HOUR EVENING MEETINGS JARCH 18, MANAGING DIRECTORS OF CENTROPROM AND OF YUGOSLAV AGENCY PROGRES (WHICH, DEPARTMENT WILL RECALL, REPRESENTS WESTINGHOUSE IN KRSKO NUCLEAR PROJECT) REITERATED WILLINGNESS TO WORK OUT SATISFACING SETTLEMENT.

3. IN ORDER TO OVERCOME APPARENT PROBLEM OF CENTROPROM FAILURE TO OBTAIN GOVERNMENT LICENSE FOR IMPORT OF GOLODETZ SHIPMENT, PROGRES WOULD SELL TO GOLODETZ 11,000 TON SUGAR SHIPMENT (WHICH PROGRES OWNS) LOCATED AT PORT OF KOPER, YUGOSLAVIA, FOR RESALE AT PREVIOUSLY AGREED PRICE TO CENTROPROM. CENTROPROM WOULD REIMBURSE GOLODETZ IN ANOTHER WAY FOR REMAINING 2,200 TONS.

4. ACCORDING TO WICKING, NEGOTIATIONS HAVE STILL NOT DEALT SPECIFICALLY WITH CRUX OF ARRANGEMENT, I.E. PRICE WHICH PROGRES WOULD CHARGE FOR SUGAR TO BE SOLD TO GOLODETZ FOR RESALE, AND AMOUNT OF REIMBURSEMENT GOLODETZ WOULD OFFER FOR REMAINING 2,200 TONS. WICKING HOPES THAT, AFTER ARRIVAL FROM PARIS OF PROGRES AGENCY'S PRINCIPAL SUGAR TRADER, NEGOTIATIONS WILL GET DOWN TO THESE SPECIFICS.

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5. WE BELIEVE PARTICIPATION IN NEGOTIATIONS OF CHIEF EXECUTIVES OF TWO OF YUGOSLAVIA'S MOST PROMINENT FIRMS, COMPROMISE OFFER BEING EXTENDED, AND REPEATED ASSURANCES GIVEN TO WICKING OF FIRMS' INTEREST IN SATISFACTORY RESOLUTION OF MATTER, CONTINUATION OF TRADITIONAL BUSINESS RELATIONSHIP WITH GOLODETZ, AND WISH TO AVOID ARBITRATION ARE ENCOURAGING INDICATIONS. WE HAVE SUGGESTED THAT WICKING REMAIN HERE FOR AN ADDITIONAL BRIEF PERIOD TO SEE WHETHER EARLY SETTLEMENT MAY BE ATTAINABLE.

MILLER

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